



Robert A. Ridge  
Division Sales Mgr.

July 13, 1998

To: Mr. Bill Roth

Subject: Winston Cup VIP Guests

Dear Bill:

Per our discussion, I am recapping the alarming issues we encountered with the VIP suite passes at the July 12, 1998 Winston Cup race.

I am attaching the original guest list (98vip-1) with names provided to me by RJR managers. The following is a summation of the passes which were given away by our customers.

1. MONTANO CIGARETTES (requested by KAM George Moulton)  
Tickets for Gary Montano and his wife were used by Dennis Tondalo, Jr. (Assistant Manager of the warehouse) and his guest Dennis Tondalo (his father).

Tickets for Ed Pape and his wife were used by Ray Kilinski (Shop worker) and Mary Kilinski (his wife).

Jim Coelin and his wife did attend.

Providing 6 passes for one account is the exception. To be used in this manner does not benefit RJR.

2. JOLLY ASSOCIATES (requested by AM Bruce Cook)  
Originally, the 2 VIP passes were to be utilized by Shawn Bartlett and his guest. I was informed prior to the race that John and Nancy Bartlett would attend. John, however, is not affiliated with Jolly Associates.

3. MANCHESTER TOBACCO (requested by KAM Bruce Cook)  
Tickets for Emile Tetu and his wife were used by Emile's son Norm Tetu and his guest Ginny Grimes. Norm stated he handled the computers at Manchester Tobacco.

4. DISCOUNT CIGARETTE OUTLET (requested by AM Dale Wilkie)  
Bill Crean and Fran Crean did come into our suite with 100 laps to go. They had been in the Skoal Suite until this time.

5. GEORGE MELHADO (requested by AM Irene Torregrossa prior to her promotion)

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James Foley gave his passes to his son Matthew and Matthew's cousin Charles Conners. James went to the Skoal suite. James did make a presence in our suite several times and sincerely felt bad about what he had done. I don't feel James would do this again (should he be invited).

6. **AMD** (requested by KAM Mike Belniak)

Tickets for Bob and Joe Sylvestre were used by Dave Antaya and Dave's guest. Neither were affiliated with AMD in any manner.

7. **CUMBERLAND FARMS** (requested by KAM Jim Merusi)

Tickets for Les Holmes and Rich Holmes were used by Selina Nemser (Mgr. of Retail Training) and her guest Philip Savoie (no affiliation with Cumberland Farms).

8. **A. H. NOTINI** (requested by AM Dinarte Mota)

The tickets for Butch Notini and Joseph Verfaillie were used by Jim Curtis (Truck Driver) and Mike Woodworth (guest of the truck driver).

Bill, in eleven years of handling Winston Cup races, I have never experienced the severity of this amount of "wasted" tickets. Entertaining key customers in our suite is outstanding leverage to assist us in building a strong partnership with our customers. I have attempted to be a team player and honor requests outside the Nashua Division and the Buffalo Region. I could have used these 18 tickets for key customers in my marketplace.

Sincerely,  
Robert

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